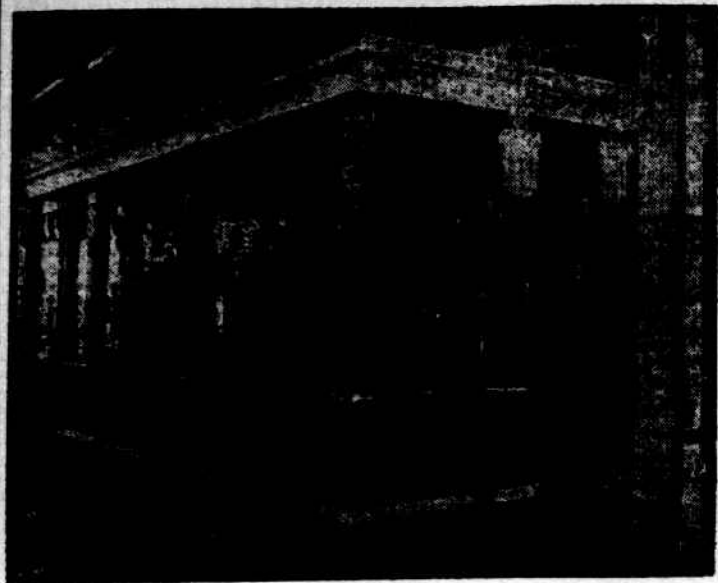


# LEADING EXHIBITS



**Cottrell Saddlery Company,**  
1328 East Franklin Street,  
Richmond, Va.

## "The Harness People"

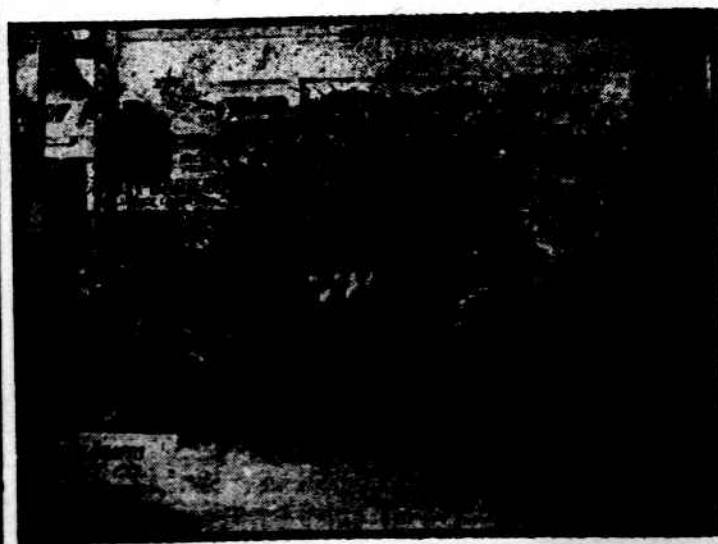
To any one at all interested in harness, the exhibit of the Cottrell Saddlery Company cannot fail to please. The large display of fine harness there shown is attracting universal attention, and crowds are to be seen at this booth at all times during the day.

That this company's goods are satisfactory is best evidenced by the enormous increase of their sales.

**It's not lack of competition, BUT—**

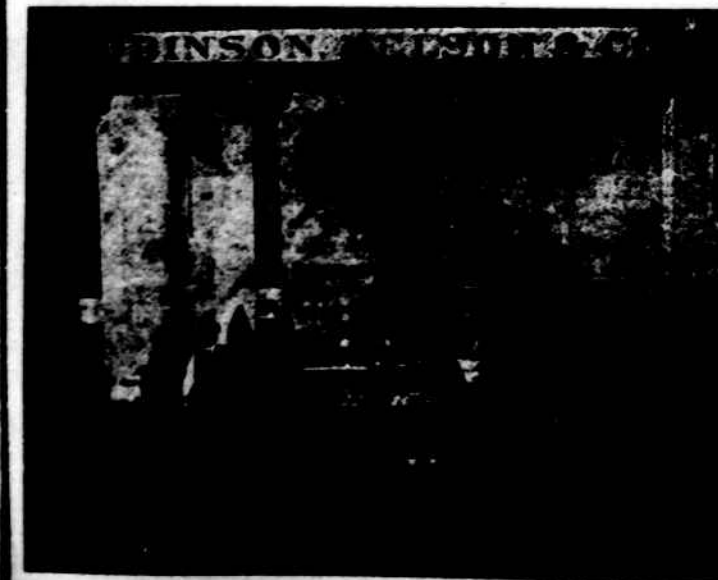
**Reliable Goods,  
Correct Prices,  
Prompt Deliveries  
Fairly Met Competition and  
Courteous Treatment.**

**Wholesale Only**



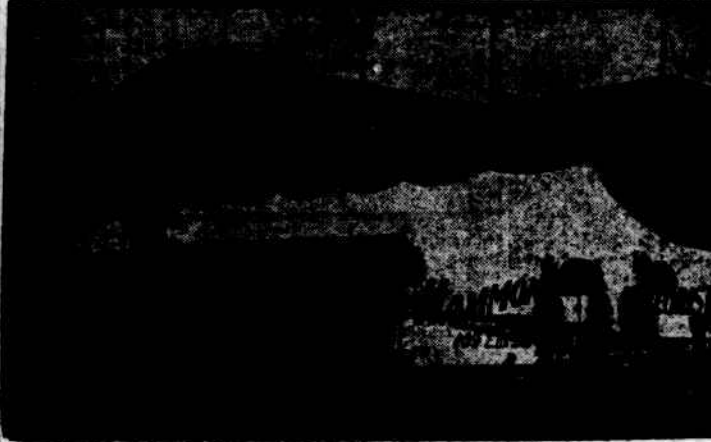
**BARTON WRIGHT'S PLANT COMPANY.**

This beautiful exhibit of roses, bedding plants, ornamental shrubs, etc., is a source of pleasure to every visitor to the State Fair. This profusion of exquisite ornamental plants and shrubs makes a most charming display.



**ROBINSON, NELSON & CO.**

The most interesting part of this exhibit is the display of new labor-saving and comfort-making "Hotpoint" electrical appliances. Their showing of electrical supplies is extensive, especially that of the "Ever-ready" Electrical Products.



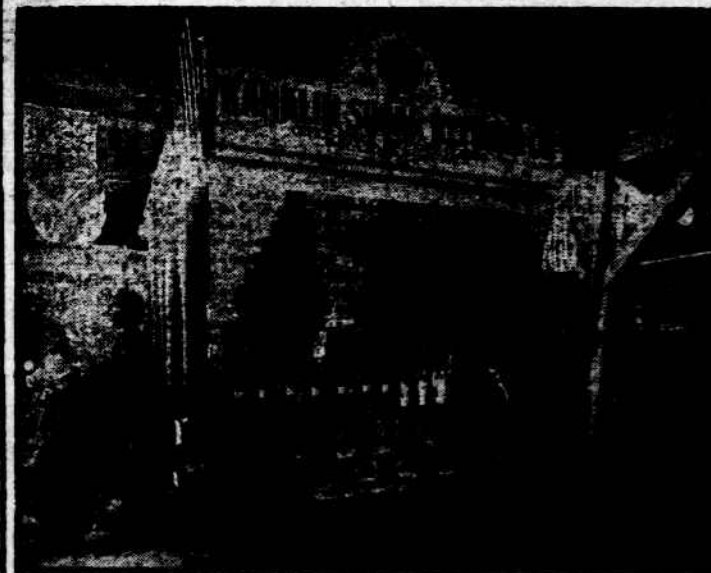
**THE HAMMOND EXHIBIT.**

The exhibit of the Hammond Company, located outside the western entrance of the Industrial Building, is housed in a large tent and is visited by hundreds every day, who admire the beautiful flowers, palms and floral designs which make up this prize winning exhibit. Seven first prize 1912 blue ribbons have been awarded Hammond by the Fair Association.



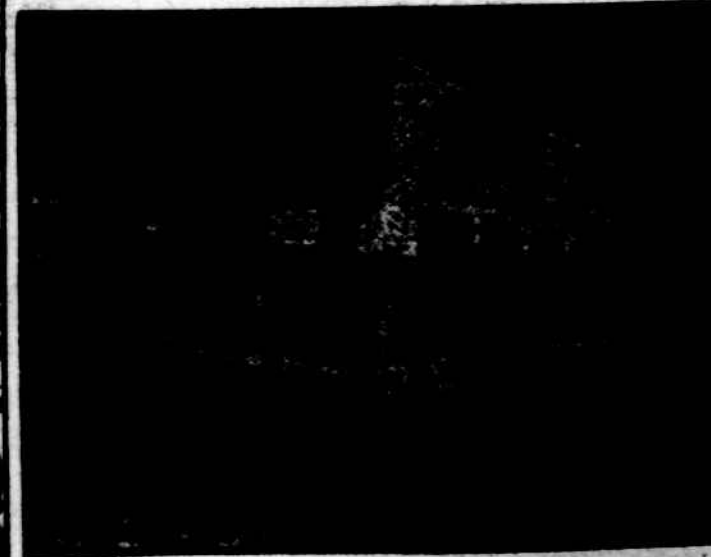
**A. MEYER'S SON.**

This exhibit is an attraction to all. It comprises an extensive showing of high-grade buggies, including the famous "Columbus" buggies. The company is also exhibiting the Firestone-Columbus Automobile, which is receiving much favorable comment.



**FRANKLIN SUGAR.**

The Franklin Sugar exhibit is attracting widespread attention. The various stages in the manufacturing of sugar are shown, from the raw state to the finished product. Enormous quantities of samples have been given away, and the demand is unabated.



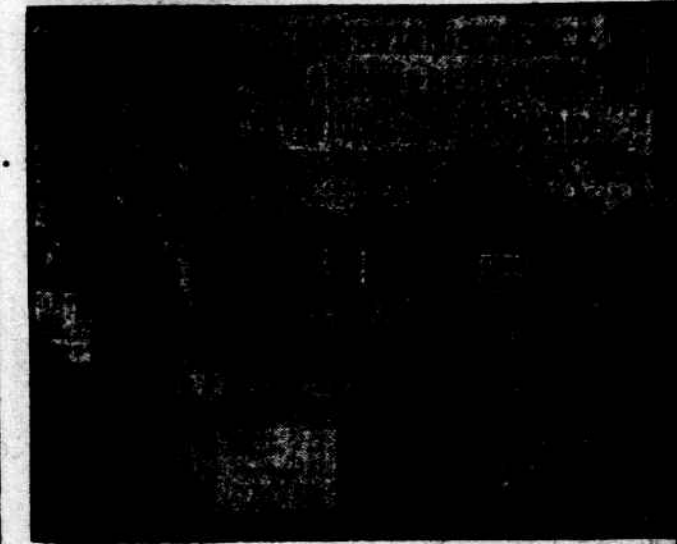
**VELVET ICE CREAM.**

The booths devoted to Velvet Kind Ice Cream are undoubtedly among the busiest on the Fair Grounds. From morning to night they are surrounded with impatient but good-natured crowds, clamoring to be served with helpings of Velvet Kind Ice Cream. That one dish tastes like more is evident by the fact that many return again and again, until the busy corps of attendants is almost overwhelmed with orders to "hurry up and give us some more of that good Velvet Kind."



**THE CHEMI COMPANY.**

That the booth of the Chemi Company offers many attractive features to the motor enthusiast is demonstrated by the vast crowds that throng this exhibit. From the bits of conversation overheard in the crowd cannot fail to appreciate that dyed-in-the-wool automobilists predominate and the many time, money and labor-saving devices on display at this booth seem to possess an irresistible attraction to the onlookers. A most interesting and comprehensive exhibit of Automobile Accessories is the corner of opinion of all visitors at this booth.



**CHRISTIAN SCIENCE MONITOR.**

The work at the booth of the Christian Science Monitor is a philanthropic enterprise, primarily its purpose being to place before the public the daily newspaper, the Science Monitor, as the greatest exponent of world of clean journalism. It is not, however, either religious or sectarian in its character. Collier's Weekly, which is an acknowledged authority on questions of newspapers, places the Monitor in the front rank of American journalism. The booth at the State Fair provides a comfortable rest room, to which all are welcome.



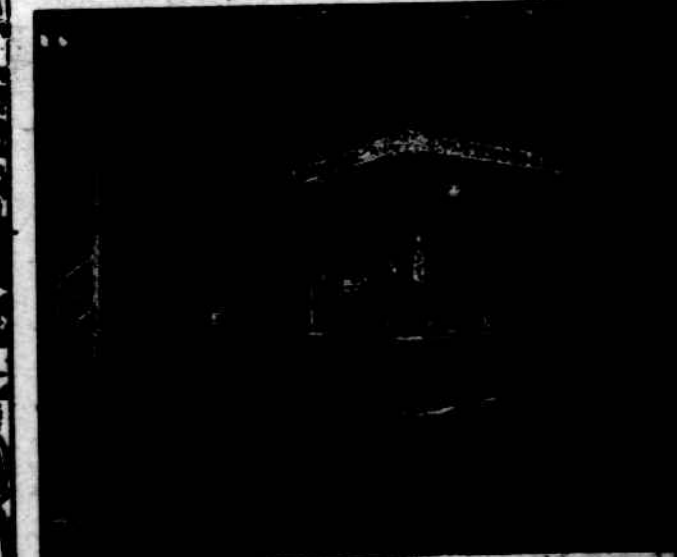
**THE GIN-GERA COMPANY, INC.**

This company has installed a soda fountain at their booth, and enormous demand for

### GIN-GERA

testifies to the popularity of this new and delightful drink. A novel connection with this exhibit is a polar bear and a black bear walking about the building, much to the amusement of the people.

Richard Gresham & Co. are the Richmond Distributors.



**T. W. WOOD & SON.**

The exhibit of the well-known seedmen, T. W. Wood & Son, attracts many visitors. This exhibit was awarded a bronze medal by the judges of the State Fair Association. Honors, however, seem to come naturally to this firm, as their exhibits have already won awards at the St. Louis, 1904 and Jamestown Expositions and State Fair at Raleigh, in competition with the leading seedmen of the country. Their exhibit this year is most complete and comprehensive, embracing garden, farm, vegetable and field seeds in unlimited profusion and poultry supplies of every description. The interest it inspires in fair visitors is attested by the numbers surround the booth at all hours.